

## Smokecraft Clarendon LLC

## Profit and Loss

September 2024

	TOTAL	
	SEP 2024	% OF INCOME
Income		
All Sales, Comps and Discounts		
5100 Food Sales	138,678.15	86.53 %
5110 Goodwill Comps	-347.90	-0.22 %
5115 Goodwill Bar Comps	-639.50	-0.40 %
5120 Guest Complaint Comps	-251.45	-0.16 %
5131 50% Employee Discounts	-393.70	-0.25 %
5150 Discounts Marketing	-75.00	-0.05 %
5160 Dining Privileges (mgr/chef)	-498.08	-0.31 %
5180 NA Beverage	3,087.84	1.93 %
5210 Liquor Sales	10,002.00	6.24 %
5220 Wine Sales	2,884.50	1.80 %
5230 Bottled Beer Sales	869.50	0.54 %
5240 Draft Beer Sales	6,202.51	3.87 %
<b>Total All Sales, Comps and Discounts</b>	<b>159,518.87</b>	<b>99.54 %</b>
Other Income and Expense		
5300 Sundry Sales	362.50	0.23 %
5910 Service Charge Revenue - Catering	381.73	0.24 %
<b>Total Other Income and Expense</b>	<b>744.23</b>	<b>0.46 %</b>
<b>Total Income</b>	<b>\$160,263.10</b>	<b>100.00 %</b>
Cost of Goods Sold		
Cost of Sales		
6110 Meat Cost	21,453.70	13.39 %
6120 Poultry Cost	3,693.30	2.30 %
6130 Seafood Cost	430.39	0.27 %
6140 Dairy Cost	5,011.97	3.13 %
6150 Produce Cost	4,355.18	2.72 %
6160 Bakery Cost	2,353.47	1.47 %
6170 Grocery Cost	6,962.62	4.34 %
6180 NA Beverage	529.63	0.33 %
6210 Liquor Cost	2,173.44	1.36 %
6220 Wine Cost	439.56	0.27 %
6230 Bottled Beer Cost	76.11	0.05 %
6240 Draft Beer Cost	1,016.00	0.63 %
<b>Total Cost of Sales</b>	<b>48,495.37</b>	<b>30.26 %</b>
<b>Total Cost of Goods Sold</b>	<b>\$48,495.37</b>	<b>30.26 %</b>
<b>GROSS PROFIT</b>	<b>\$111,767.73</b>	<b>69.74 %</b>

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	TOTAL	
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Expenses		
A. Payroll Expenses		
6310 Management Salaries	14,461.54	9.02 %
6311 Direct Labor - FOH	3,303.21	2.06 %
6312 Overtime Labor - FOH	23.09	0.01 %
6313 Training Labor	526.92	0.33 %
6314 Direct Labor - BOH	25,931.05	16.18 %
6315 Overtime Labor - BOH	50.15	0.03 %
6510 Payroll Taxes	4,660.24	2.91 %
6530 Vacation Pay	0.00	0.00 %
6540 Parking	201.32	0.13 %
6550 Uniform Allowance	0.00	0.00 %
6570 Group Insurance	586.20	0.37 %
6580 Workers Compensation	88.33	0.06 %
6615 Payroll Processing Fees	249.00	0.16 %
<b>Total A. Payroll Expenses</b>	<b>50,081.05</b>	<b>31.25 %</b>
B. Controllable Expenses		
6500 3rd Party Delivery Expense	8,883.23	5.54 %
6710 Operating Lease/Rentals	753.27	0.47 %
6790 Other Contracted Services	600.00	0.37 %
7000 Register Over/Short	-1,216.19	-0.76 %
7010 China/Glassware/Silver	185.72	0.12 %
7040 Cleaning Supplies	208.93	0.13 %
7045 Dish Chemicals	800.35	0.50 %
7060 Linens	823.80	0.51 %
7105 To Go Supplies	1,666.94	1.04 %
7106 Catering Supplies	1,783.57	1.11 %
7110 Operating Supplies F&B	1,930.51	1.20 %
<b>Total B. Controllable Expenses</b>	<b>16,420.13</b>	<b>10.25 %</b>
C. General & Administrative		
7190 Other Contracted Services-Admin	1,189.45	0.74 %
7195 Accounting Services	2,500.00	1.56 %
7230 Licenses & Permits	1,111.48	0.69 %
7250 Credit Card Commissions	3,176.31	1.98 %
7256 Employment Ads	45.00	0.03 %
7270 Dues & Subscriptions	48.00	0.03 %
7285 Gen. Liab Insur/Key Man	1,083.59	0.68 %
7290 Legal & Professional Services	1,600.00	1.00 %
7320 Office Supplies & Postage	58.93	0.04 %
7350 Tele/internet/cable	687.91	0.43 %
7360 Travel	60.11	0.04 %
<b>Total C. General &amp; Administrative</b>	<b>11,560.78</b>	<b>7.21 %</b>

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D. Advertising and Promotion		
7435 Advertising & Marketing	412.13	0.26 %
<b>Total D. Advertising and Promotion</b>	<b>412.13</b>	<b>0.26 %</b>
E. Repair & Maintenance		
7500 Repairs & Maintenance	725.80	0.45 %
7630 R&M - Plumbing	1,208.96	0.75 %
7695 Cleaning Service	3,680.00	2.30 %
7710 Maint Contract - HVAC & Refrigeration	1,050.00	0.66 %
7750 Pest Control	190.74	0.12 %
<b>Total E. Repair &amp; Maintenance</b>	<b>6,855.50</b>	<b>4.28 %</b>
F. Utilities		
7810 Electricity	2,160.28	1.35 %
7820 Gas	667.62	0.42 %
7830 Water & Sewer	460.00	0.29 %
7840 Firewood	1,000.00	0.62 %
<b>Total F. Utilities</b>	<b>4,287.90</b>	<b>2.68 %</b>
G. Facility Expense		
8010 Rent & Lease	12,730.64	7.94 %
8015 Common Area Maintenance	2,315.00	1.44 %
8020 Property Insurance	132.00	0.08 %
8030 Property Taxes	3,540.57	2.21 %
<b>Total G. Facility Expense</b>	<b>18,718.21</b>	<b>11.68 %</b>
<b>Total Expenses</b>	<b>\$108,335.70</b>	<b>67.60 %</b>
NET OPERATING INCOME	<b>\$3,432.03</b>	<b>2.14 %</b>
Other Expenses		
8101 Interest Income	-211.33	-0.13 %
<b>Total Other Expenses</b>	<b>\$ -211.33</b>	<b>-0.13 %</b>
NET OTHER INCOME	<b>\$211.33</b>	<b>0.13 %</b>
NET INCOME	<b>\$3,643.36</b>	<b>2.27 %</b>